



# Purchasing Goods and Services







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# **Direct Buys**



# Purpose of this Guide

This resource explains procurement and contracting requirements for departments, divisions, offices and agencies within King County.

Procurements must comply with federal, state and local laws to ensure that the purchase process:

- Creates open and fair competition
- Includes all the terms and conditions to protect the County
- Meets ethical, environmental, and social equity standards
- Meets Small Contractor and Supplier (SCS) requirements

# What this Guide covers

### Goods

Goods are tangible items.

Examples: Office Supplies, Fuel, Auto Parts, Bus Parts, Sand, Rock & Gravel, Tires, Food, Uniforms, Medical Equipment, Furniture, Computer Hardware, Janitorial Supplies, Construction Equipment, Vehicles, etc.

### Services

Services are the labor, time or effort of a human being.

Examples: Training, Janitorial Services, Equipment Installation, Software Upgrades, Installations, Maintenance, Environmental Impact Studies (EISs), Temporary Help, etc.

# **Technical Services**

Consultants that have advanced ability, expertise or education to solve a problem or complete a task.

Examples: Surveys and Studies, Systems Analysis, Financial Services, Program Development, Specialized Training, Recycling/Marketing Programs, etc.

# Technology (IT) Goods and Services

IT goods are for telecommunications or are programmable. IT Services require advanced technological ability, expertise or education to solve a problem or complete a task.

Examples: PC's, Telephones, Software, Hardware, Maintenance, etc.

# King County Procurement

Procurement in King County is the process through which departments, divisions, offices, and agencies acquire the goods and services they need to perform their specific missions.

Contact our staff about your procurement. For a list of staff, visit the King County Procurement Directory page.

For more information on technology contracts visit: Technology Contracts

King County will use the previous procurement standards for an additional two fiscal years before adopting the procurement standards in 2CFR 200.317-326 effective 1/1/17.

# What this Guide does not cover

### **Public Work**

All work, construction, alteration, repair, or improvement other than ordinary maintenance, executed at the cost of the County. (See KCC 2.93.090)

# **Professional Services (A&E)**

Architecture and engineering contractors that require specialized knowledge, advanced education or professional licensing or certification, and where the primary service provided is intellectual, involving the consistent exercise of judgment and discretion. (See KCC 2.93.120)

# **Exempt Purchases**

Items that are not open to competition, such as subscriptions and memberships. (See KCC 2.93.180)

# Define the purchasing need

# **Key Questions:**

- 1. What is your specific need?
- 2. Is it a good, service, technical service, technology good or service?
- 3. Approximately how much will it cost?
- a) Under \$10,000, except under \$3,500 for federally grant related cost?
  - b) \$10,000 \$49,999?
  - c) \$50,000 or more?

# Meet the need

Once a need is defined, look for an existing contract.

1. King County universal contracts

King County "universal" contracts can be used by all agencies to purchase a wide range of goods and services including office supplies, paper, office furniture, copy machines, water, fuel, electrical supplies, industrial supplies, recycling services, document destruction services, and software, etc.

2. Washington State contracts

King County can use some Washington State contracts to purchase goods and services, a kind of contracting known as "piggybacking".

Send us either a Service Request for the contract purchase agreement you need created and or requisition for a "one-time" buy. Tell us which state contract is applicable. If a state contract can be used, the piggybacked purchase acts just like a waiver.

Use the link below to determine if there is a contract available or contact us to help.

Find Washington State contracts

3. Other government agency contracts

Contracts by other government entities can be used to acquire goods and services. We will review their contracting process to ensure it meets King County code then execute the cooperative purchasing agreement as required by Washington State Law.

Contact Us for help finding a contract that meets your need.

"Green" or "environmentally preferable products" contracts are products that have less impact on human health and the environment. (KCC 18.20)

Read more

King County, State of Washington and cooperative contracts have "green" products available

www.kingcounty.gov/procurement/green



# 4. King County master contracts

Through a competitive bid process, King County has created a pool of prequalified consultants. These are external consultants with proven track records in the public and private sectors. King County agencies may use these experts without going through a separate competitive bid procurement process, saving considerable time and money. All external consultants are paid by the requesting agency.

Organizational and Training Development master contracts offer services like training, organization development, conflict resolution, team development, business performance improvement, meeting facilitation, and performance coaching.

### Read more

IT master contracts offer information technology related consulting, including IT project management, IT solutions, technology planning and consulting, security and privacy, training, and technical writing and documentation services.

### Read more

# 5. Proprietary Waiver

Some purchases may qualify for a proprietary waiver, meaning there is no requirement for competitive bidding. It does not waive any contractual, insurance or form requirements. Read more

Legitimate exemptions include:

- Single Source
- Special Facilities
- Special Market Conditions
- Emergency

# 6. Multi-year Agreements

King County agencies can enter into multi-year agreements in one of three ways:

- a) Any contract that exceeds 12 months must allow King County to terminate for non-appropriation of funds, convenience, or default. Because contracts frequently span five (5) fiscal years, this cancellation clause is standard.
- b) The council can specifically authorize the multi-year agreement by ordinance.
- c) Funding for the entire contract term is included in a capital appropriation.

# 7. Cooperative Contracts

Cooperative contracts awarded on behalf government consortiums may be used to acquire goods and services. When an Agency wishes to use a cooperative contract, we will review the contracting process used to ensure it meets King County code.

If approved, we will process either a purchase order or contract purchase agreement, whichever best suits your needs.





# Types of Procurements

King County makes many small and large purchases every year. Procurements range from less than a dollar to millions of dollars. The County has established definitions for procurements based on how much they cost. Criteria includes dollar limits, competition, and requirements for requisitions, advertisement, and purchase orders.

# **Direct Buys**

Purchases that are less than \$10,000.

- 1. Petty cash cost up to \$100
- 2. P-Card or Purchase Order cost up to \$9,999 (federally grant-related costs must be less than \$3,500)

### **Three Quotes**

Purchases up to \$49,999.

(federally grant-related costs must be less than \$3,500)

# Large Purchases

Large purchases are more than \$50,000. The County uses two basic procurement processes for those: the Invitation to Bid (ITB) and the Request for Proposal (RFP). This Guide describes the six-step process for making a large purchase using either type of procurement. At times, we may need to use a specialized process to complete your procurement – a Request for Qualifications (RFQ) or a Request for Information (RFI).

- 1. The "Invitation to Bid" or ITB is a sealed bid procurement.
- 2. The "Request for Proposal" or RFP is a negotiated procurement.
- 3. The "Request for Qualifications" of RFQ is a process to obtain qualification information about proposers.

4. The "Request for Information" or RFI is a process to seek information about a product or service for which the County is researching to determine needs and market availability.

Figure 1. King County Purchasing Chart

Туре	Type Dollar Limit Requisition		ITB/RFP Advertise		Purchase Order			
Small up to	Small up to \$9,999.99 (or \$3,500 for federally grant-related costs)							
Petty Cash	\$100.00	No	No	No	No			
P-Card	\$9,999.99	No	No	No	No			
Purchase \$9,999.99 Order		Yes	No	No	Yes			
Purchase Order (Federal)	\$3,499.99	Yes	No No		Yes			
	<b>s</b> up to <b>\$49,999.99 (or \$</b> 3	3,500 for federally	/ grant-relate	d costs)				
3-Quote Process	\$10,000.00 - \$49,999.99	Yes	No	No	Yes			
Large more than \$50,000								
ITB or RFP	\$50,000+	Yes	Yes Yes		Yes			
Emergency	No	Yes	If practical		Yes			

Procurements for King County must comply with federal, state and local laws. The steps in this Guide ensure that the purchase process:

- Creates open and fair competition
- Includes all the terms and conditions to protect the County
- Meets ethical, environmental, and social equity standards

### **Procurement Documents**

These documents are used in King County's procurement process.

### **Service Requests**

Use our Service Request Module to request a new contract, changes to existing contracts, or a waiver.

### **Solicitations**

An Invitations to Bid (ITB) and a Request for Proposals (RFP) may result in a binding contract or PO.

A Request for Qualifications (RFQ) and Request for Information (RFI) is for research purposes prior to creating a binding contract.

### Offers

Bids or proposals made by businesses for goods or services.

### **Contracts**

Agreements between the County and the supplier to buy/sell. It may have terms and conditions that are special or negotiated.

# **Purchase Order (PO)**

A simple type of contract that binds the solicitation and offer.

### Addendum

A change made to a solicitation, issued by us.

### **Change Orders**

These are changes to purchase orders or amendments to contracts, issued by you.



# **Direct Buys**

# **Petty Cash**

Use petty cash for purchases under \$100. Most King County departments have a petty cash fund. Purchases must be for appropriate goods and services.

### Procedure:

- 1. Agency: Checks that the total cost (including tax and freight) does not exceed \$100.
- 2. Agency: Makes direct buys.
- 3. Agency Supervisor: Authorizes reimbursement on review of petty cash slip and sales receipt.
- 4. Agency's Petty Cash Custodian: Reviews approval, petty cash slip, and sales receipt. Reimburses Agency.

# P-Card

P-Card is the preferred method, in most cases, for making purchases under \$10,000 (or \$3,500 for federally grant-related costs). You save time by placing your order and paying in one step. iExpense transactions are reconciled and approved online in Oracle. Read more



P-Cards are used for making purchases and payments.

They do not require a requisition, and are reconciled with the iExpense program.

### Procedure:

Ta	ısk	Action
1	Agency	Makes direct buy with a P-Card.
2	Agency	Calls vendor who has a record of providing goods and services in a timely manner and at a competitive price. Call a Buyer at (206-263-9400) if you need assistance finding a vendor.
3	Agency	If a business will not accept a P-Card, create and approve a requisition in Oracle.

# **Three Quote**



In some cases, you may want to use the Six-Step Procurement process (page 15) even though the cost is under \$50,000.

Example: janitorial services, where prevailing wages apply.

Bids provide better terms and conditions than quotes. If you need special terms or conditions, use an Invitation to Bid (ITB) or Request for Proposal (RFP).

# **Three-Quote Process**

If an item costs between \$10,000 to \$49,999.99 (including taxes and freight), you can buy goods or services without advertising or formal bidding through the Three-Quote Process.

Use the following procedure, or we can get the quotes for you.

# **Direct Buys**



Task	<b>1</b>	Action
1	Agency	Determine whether insurance is required, or if there are other special requirements.  Contact us (206) 263-9400 or Risk Management (206) 263-2250.
2	Agency	<ul> <li>Contact at least 3 vendors for quotes.</li> <li>Keep a record of the quotes.</li> <li>Quotes can be solicited and received by telephone, fax, or e-mail.</li> <li>Equal Benefits (must comply for purchases over \$25,000)</li> <li>Check for Small Contractors and Suppliers (SCS) to solicit. Agencies are encouraged to buy from small local businesses whenever practical.</li> </ul>
3	Agency	<ul> <li>Review quotes.</li> <li>Can the vendor sell what is needed?</li> <li>Did the vendor quote the item requested?</li> <li>Determine the lowest quote.</li> <li>If you decide to skip lowest quote and use another vendor, tell us why in the requisition for a one-time buy or Service Request to have a contract purchase agreement created in the system.</li> </ul>
4	Agency	Prepare a requisition or Service Request. Authorization is required for the purchase.
5	Agency	If using a Purchase Order, send us your approved requisition for a one-time buy and quotes via ORACLE or a Service Request to establish a contract purchase agreement. When using a P-Card, please keep the required paperwork with the backup documents maintained in your files.
6	P&P	We will review your documentation and approve the purchase, then create a Purchase Order (PO) or Contract Purchase Agreement (CPA).
7	Agency	Order the goods. We are available to assist you throughout the process.
8	Agency	If the purchase is a negotiated contract rather than a PO, you are responsible for preparing the contract and securing all required forms. You must send a copy of the executed contract to us and get the contract reviewed by the Prosecuting Attorney, if needed.

Do not split purchases into pieces to keep it under \$50,000. These smaller purchases are monitored.



# Stages of Procurement

The terms "purchasing" and "procurement" are often used interchangeably. Purchasing, however, is only one stage of the procurement cycle of planning, purchasing, and contract administration.

Large purchases at King County are defined as items costing \$50,000 and above. Two types of procurements are used for large purchases: Invitation to Bid (ITB) or Request for Proposals (RFPs). This section describes a Six-Step procurement process that fits either ITB or RFP.

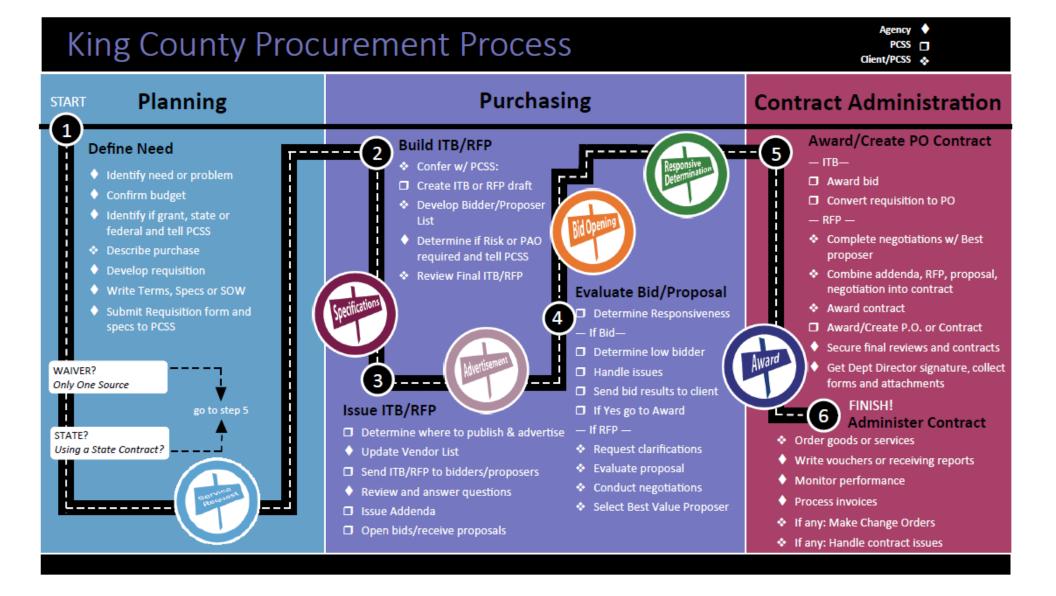
# Six-Step Procurement

The Six-Step Procurement process is:

- 1. Define need
- 2. Build ITB/RFP
- 3. Issue ITB/RFP
- 4. Evaluate Bid/Proposal
- 5. Create Purchase Order/Contact
- 6. Administer Contract

These steps occur within the overall procurement cycle of planning, purchasing, and contract administration. See the Six-Step Process graphic (page 15).

You are responsible for defining what is needed, when and where, and the available budget. We handle the purchasing stages such as issuing the ITB/RFP, tabulating bids, and handling protests. We'll work together on the final stage - contract execution and administration. The six steps described in this Guide spell out the Agency role, P&P' role, and how the Agency and P&P work together to ensure a successful procurement.



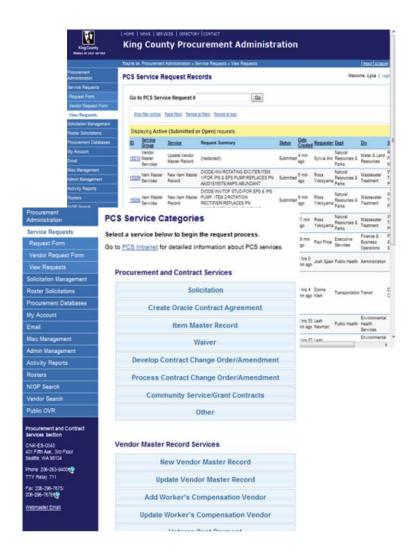


# **Step 1: Define Need**

The first stage of procurement is planning. Begin by defining exactly what is needed. Be specific.

Submit a Service Request form to us. The Service Request must be complete and specific in order to move to the next step, building the solicitation.

To submit a Service Request, set up an account by emailing procurement.web@kingcounty.gov





# **Procedure**

Ta	nsk	Action
1	Agency	Identify problem or need.
2	Agency	Confirm budget authority is sufficient for procurement.
3	Agency	Identify if any grants or federal requirements apply.  • If federal requirements apply, tell us and identify the granting authority or provide a copy of the grant requirements with the Service Request.
4	Agency	Develop a service request. Include:  Brief description of the purchase.  Quantity.  Performance period/delivery schedule.  Funding source.  Requirements for grants or waivers. (If any)  Authorized signature.  POETA  Technical Specifications  Potential Bidders  We can help you with:  Early review and feedback on the draft requisition.  Sample specifications from previous purchases.  Usage reports from the last contractor.  Researching available vendors.  Requisition access information
5	Agency	Submit your Service Request and specifications to us.

# **Step 1: Define Need**

# Two Types of Procurement: ITB vs. RFP

The ITB process requires the bidder to submit a sealed bid. There is no possibility to discuss or negotiate with the bidders. A contract is awarded to the low bidder meeting the requirements.

The RFP process requires the proposer to submit a sealed proposal. Proposals are then evaluated and ranked by our evaluation team to determine who best meets the requirements in the RFP.

Price is just one of several criteria. There may be negotiations with one or more proposers before contract is actually signed, ensuring you the best value.

# Step 2: Build ITB/RFP

The second step in the six-step process is building the ITB or RFP. We'll do this for you, with your input.

# **Procedure**

Tas	k	Action
1	Agency/ P&P	<ul> <li>We'll talk together about:</li> <li>Special/Supplementary conditions.</li> <li>Contract Provisions.</li> <li>Responsibility/Responsiveness Criteria.</li> <li>Procurement method - ITB or RFP.</li> <li>Insurance requirements and need for review by Risk Management.</li> <li>The role of the Prosecuting Attorney's Office (PAO) and Risk Management in reviewing procurement documents and contracts. Agency may choose to involve the PAO and Risk.</li> <li>Method of Award.</li> <li>Solicitation schedule (advertising, ITB/RFP due)</li> </ul>
2	P&P	date, pre-bid/proposal meetings, site visits, etc).  Create ITB or RFP draft with the specifications defined by the Agency and adjusts the standard document as needed.
3	Agency/ P&P	Develop Bidder/Proposer List.
4	Agency/ P&P	Review final ITB/RFP:  • Clarify language. Language is clear and does not conflict with other parts of the solicitation.  • Minimize conflicts with contract terms.

### **DRAFTS**

Depending on the complexity of the goods or service needs, several drafts of the ITB/RFP may go back and forth between us. This exchange is normal and helps ensure that you get what is needed and that there is open and fair competition.



# Step 3: Issue ITB/RFP

Together, we'll hold the pre-bid or pre-proposal conference (optional) and answering bidder' or proposers' questions about the intended purchase.

Tas	sk	Action
1	P&P	<ul> <li>Determine where to publish ad based on your input. We must use at least the official County source.</li> <li>Advertise ITB/RFP at least 13 days before bid opening.</li> </ul>
2	P&P	<ul> <li>Distribute notification of solicitation to bidders registered in our online Vendor Registration System (OVR).</li> <li>Email the notification of solicitation to your list of other potential bidders/proposers who are not registered in our OVR.</li> </ul>
3	P&P	<ul> <li>Receive questions from potential bidders/proposers prior to Pre-bid/proposal conference and forward to you.</li> </ul>
4	Agency	<ul> <li>Review questions we get from bidders or proposers and prepare a response for us.</li> </ul>
5	Agency/ P&P	<ul> <li>Attend Pre-bid or Pre-proposal Conference.</li> <li>Review solicitation with potential bidders/proposers.</li> <li>Respond to all questions from bidders/proposers.</li> <li>Prepare addenda (as needed) to change solicitation.</li> </ul>
6	P&P	Issue addenda (as needed)
7	P&P	Receive and open bids/proposals

# Differences Between an ITB and an RFP

Features	ITB (Sealed Bid)	RFP (Negotiated)
Advertisement	Yes	Yes
Public Bid Opening	Yes. Dollar totals may be read	Yes. Only companies' names are read
Contract Type	e.g. • Firm Fixed price (Lump Sum) -or- • Unit Price, Indefinite Quantity	e.g.  • Firm Fixed Price (Lump Sum)  -or-  • Payment based on completion of specified work  -or-  • Unit Price (Indefinite Quantity)  -or-  • Payment determined by completion of specific tasks
Responsiveness	<ul><li>e.g.</li><li>Turned in on time</li><li>Bid forms completed</li><li>Met minimum specs</li></ul>	<ul> <li>Turned in on time</li> <li>Responded to questions</li> <li>Proposal completed</li> <li>Met minimum requirements</li> <li>Provided required documents</li> </ul>
Responsibility	<ul><li>e.g.</li><li>References checked</li><li>Adequate inventory</li><li>Adequate facilities</li></ul>	<ul> <li>Can provide a completed system</li> <li>References checked</li> <li>Financial capacity is sufficient</li> <li>Demonstrated ability to perform</li> </ul>
Evaluation Criteria	<ul> <li>Lowest bidder meeting test for responsibility and responsiveness</li> <li>Can result in multiple award or single award</li> </ul>	Ranked by weighted subjects like:  • Technical ability  • Management plan  • Cost/Price  • Approach to project  • Experience



# **Step 4: Evaluate Bid/Proposal**

# Next the ITB or RFP is evaluated. Critical here are "responsiveness" and "responsibility."

"Responsiveness" refers to how well the bid or proposal responds to the ITB or RFP. Firms must submit the bid or proposal on time, meet the minimum specification requirements, and complete the required forms.

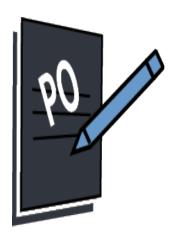
"Responsibility" refers to things like adequate inventory, facilities, financial capacity or demonstrated ability to do the work. Reference checks may also be conducted to determine responsibility.

Tas	s <b>k</b>	Action
1	P&P	Determine responsiveness and responsibility.  (You may perform reference checks, or we can)
2	P&P	<ul> <li>If Bid:</li> <li>Determine low bidder.</li> <li>Handle Issues (Tie Bids, Protests, etc.).</li> <li>Send bid results to Agency for concurrence.</li> </ul>
3	Agency/ P&P	<ul> <li>If RFP, you need to: <ul> <li>Request clarifications to technical details or prices on proposal.</li> <li>Evaluate proposals and make competitive range determination.</li> <li>Document the decision-making process.</li> </ul> </li> <li>If needed: <ul> <li>Conduct discussions:</li> <li>Request clarifications</li> <li>Gather information, demonstrations and interviews</li> <li>Visit proposer's site</li> <li>Attend presentations</li> </ul> </li> </ul>
4	Agency/ P&P	<ul> <li>Conduct negotiations.</li> <li>Select best value proposer.</li> <li>If YES, go to Step 5: Award (page 22).</li> </ul>

# Step 5: Award – Create PO or Contract







# **Step 5: Award - Create PO or Contract**

A procurement award is made to vendors using either a Purchase Order (PO) or Contract.

# **Procedure**

Ta	sk	Action
1	P&P Agency/ P&P	If ITB: Award bid.  If RFP:  Complete negotiations with best proposer.  Award contract.  You make all business decisions; our role is to provide expert advice. In many cases, the Prosecuting Attorney (PAO) and Risk Management Office participate in negotiations.
2	P&P Agency/ P&P	<ul> <li>If ITB:</li> <li>Convert service request into PO or issue Contract Purchase Agreement (CPA).</li> <li>If RFP:</li> <li>Combine addenda, RFP, proposal, and negotiations into contract. We prepare the contract, but you may request that the PAO review and approve the contract as to form.</li> </ul>
3	P&P	If ITB or RFP is for goods and services, we distribute and collect forms and required attachments from vendor.
4	Agency	Secure all final reviews of contracts your management and the PAO.     Obtain signature of your Department Director on contract
5	P&P	Enter PO or Contract Purchase Agreement into our computer system



# Purchase Order (PO)

Requisitions or Services requested are converted to either a Purchase Orders (PO) or Contract Purchase Agreements (CPA) when the work is awarded.

Example: Oracle PO below.



Finance and Business Operations Division Procurement and Contracts Services Section Department of Executive Extrines.

ONE-65-4348 31-Pleas 461-91-Accesses SCATTLE, WAS BOOK 204-262-8428 Ph 204-296-2928 Fee TTY Relay: 271 3444-3459 (1914

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CONTRACTOR: VILLY WOMEN 123 COCCHUT DO

CEASTLE, WA 90104 Volted States

NC DED FROM ACCOUNTS PAYABLES 401 STE AVE, CHE-ES-0320 SEATTLE, VA 56104

Purchase Order PERCHASE ORDER NO. REVISION 5548675 0 1462 06-MAY-2013 SAMES PETERSON DATE OF REVESTOR BOTTER.

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# Step 5: Award – Create PO or Contract



# **Step 6: Administer PO or Contract**

Contract administration is the process of ensuring the terms of the purchase order or contract are enforced, goods and services are delivered satisfactorily, and the bills get paid.

### **Procedure**

Ta	sk	Action
1	Agency/ P&P	Together we'll decide whether the goods/services will be ordered by the buyer or you.
2	Agency	<ul> <li>Monitor performance of Contractor.</li> <li>Make site inspections, check goods received, check dates and milestones.</li> </ul>
3	Agency	Complete online receiving reports.
4	Agency	<ul> <li>Process invoices from Contractor</li> <li>Check for accuracy, compare the contract to what goods or services were received.</li> </ul>
5	Agency/ P&P	<ul> <li>For contracts, you are responsible for preparing change orders to tell us how to change the work or services that are described in the contract. You are responsible for maintaining documentation and justification for all change orders. For Contract Purchase Agreements, to extend purchase orders from Bids, the Agency sends a Service Request to exercise optional terms.</li> </ul>
		• For PO change orders, submit a requisition in ORACLE.
6	Agency/ P&P	<ul> <li>You handle day-to-day contract issues.</li> <li>You document problems and disputes.</li> <li>Call us for any major contract disputes, remedies and if needed, contract termination.</li> </ul>

# For more information

For assistance, contact us at (206) 263-9400